

Message Text

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PAGE 01 DAMASC 01867 210804Z

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ACTION NEA-10

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R 210610Z MAY 75
FM AMEMBASSY DAMASCUS
TO MR. BERT E. PHILLIPS
PRESIDENT
CLARK EQUIPMENT COMPANY
324 E. DEWEY AVENUE
BUCHANAN, MICHIGAN 49107
TEL: 616-697-8000
INFO SECSTATE WASHDC 3505
USDOC WASHDC

UNCLAS DAMASCUS 1867

FROM AMBASSADOR MURPHY

STATE FOR NEA/ARN

COMMERCE FOR CAGNE

E.O. 11652: N/A
TAGS: BEXP, SY
SUBJ: DAMASCUS INTERNATIONAL FAIR

DEAR MR. PHILLIPS:

RECALLING WITH PLEASURE OUR MEETING HERE IN DAMASCUS LAST JANUARY, I WANT TO BRING THE FOLLOWING MATTER TO YOUR PERSONAL ATTENTION. THE TWENTY-SECOND DAMASCUS INTERNATIONAL FAIR WILL BE HELD JULY 25 TO AUGUST 20, 1975. THE FAIR AUTHORITY IS MOST EAGER TO HAVE AMERICAN PARTICIPATION AFTER THE VERY SUCCESSFUL EXHIBITION LAST YEAR AND IS CONSTRUCTING A NEW U.S. PAVILION AT AN EXCELLENT LOCATION ON THE FAIRGROUNDS. THE DEPARTMENT OF COMMERCE HAS AGREED TO SUPPORT A COMMERCIAL PRESENCE FAIR PARTICIPATION IN THE FAIR AND HAS ALREADY SENT OUT ITS EXHIBITION DIRECTOR.

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OUR PARTICIPATION WILL NOT BE POSSIBLE WITHOUT THE
CLOSE COOPERATION OF FIRMS SUCH AS YOURS. AS YOU HEARD
FROM PRESIDENT ASAD ON JANUARY 21, AMERICAN BUSINESS FIRMS
WILL BE WARMLY WELCOMED TO SYRIA AND THE SYRIAN GOVERNMENT
LOOKS FORWARD TO COOPERATING WITH U.S. COMPANIES. MY
STAFF AND I AT THE EMBASSY AND THE DEPARTMENTS OF STATE AND
COMMERCE STAND READY TO ASSIST YOU IN DEVELOPING BUSINESS IN
THIS RAPIDLY DEVELOPING MARKET -- U.S. EXPORTS, WHICH HAVE
AVERAGED \$25 MILLION PER YEAR OVER THE LAST SEVERAL YEARS,
ARE NOW WELL OVER \$150 MILLION IN THE LAST NINE MONTHS. WE
HAVE ESTABLISHED A NEW AID RELATIONSHIP WITH SYRIA WHICH
SHOULD HELP MANY AMERICAN FIRMS SELL IN THIS MARKET.

I BELIEVE YOUR COMPANY'S PARTICIPATION IN THIS FAIR WILL
DEFINITELY ENHANCE YOUR OPPORTUNITIES FOR SALES TO SYRIA AND
I SINCERELY HOPE YOU WILL GIVE SERIOUS CONSIDERATION TO
PARTICIPATION. I LOOK FORWARD TO HEARING FROM YOU. YOU
MAY ALSO WISH TO INFORM THE DEPARTMENT OF COMMERCE'S CAGNE
OFFICE, TEL 202/967-5341.

SINCERELY

/S/ RICHARD W. MURPHY

AMBASSADOR

MURPHY

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